

For Six Month Period Ending 10/1/81

(Insert date)

Name of Registrant

IDA IRELAND

Registration No.

1770

Business Address of Registrant

140 East 45th Street

New York, NY 10017

I-REGISTRANT

1. Has there been a change in the information previously furnished in connection with the following:

(a) If an individual:

- | | | |
|-----------------------|------------------------------|-----------------------------|
| (1) Residence address | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (2) Citizenship | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (3) Occupation | Yes <input type="checkbox"/> | No <input type="checkbox"/> |

(b) If an organization:

- | | | |
|--------------------------|------------------------------|--|
| (1) Name | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
| (2) Ownership or control | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
| (3) Branch offices | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |

2. Explain fully all changes, if any, indicated in item 1.

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, and 5.

3. Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name

Position

Date Connection
Ended

4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?
 Yes ☒ No ☐

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Assumed Date
David Coghlan	NJ	Irish	Mrkt Exec	July
Dermot Coffey	CT	Irish	Mrtkg Exec.	July
John Bolton	CA	Irish	Mrtkg Exec	July
Eugene Brennan	NY	Irish	Mrtkg Exec	July

5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal?

Yes ☒ No ☐

If yes, identify each such person and describe his services.

David Coghlan & Dermot Coffey, John Bolton and Eugene Brennan promote Ireland as a location for industrial investment.

6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name	Position or connection	Date terminated
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7. During this 6 month reporting period, have any persons been hired as employees or in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity? Yes ☐ No ☒

If yes, furnish the following information:

Name	Residence Address	Position or connection	Date connection began
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II—FOREIGN PRINCIPAL

(PAGE 3)

8. Has your connection with any foreign principal ended during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name of foreign principal

Date of Termination

9. Have you acquired any new foreign principal¹ during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish following information:

Name and address of foreign principal

Date acquired

10. In addition to those named in Items 8 and 9, if any, list the foreign principals¹ whom you continued to represent during the 6 month reporting period.

Industrial Development Authority Ireland
Wilton Park House, Wilton Place, Dublin 2, IRELAND

III—ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9, and 10 of this statement? Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail your activities and services:

Industrial Development Authority
Wilton Park House, Wilton Place, Dublin 2, IRELAND

IDA Offices in New York, Chicago, Cleveland, Boston, Atlanta, Houston, Santa Monica and ~~XXXX~~ Menlo Park

Industrial Development Authority Ireland in the U.S. solicits enquiries from companies and professional advisors of manufacturing investment opportunities in Ireland.

¹ The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9).)

A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity² as defined below?
 Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals? Yes ☐ No ☒

If yes, describe fully.

²The term "political activities" means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

IV—FINANCIAL INFORMATION

14. (a) RECEIPTS—MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes ☒ No ☐

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.³

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
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see attached sheets

Total

(b) RECEIPTS—THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁴ other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes ☐ No ☒

If yes, furnish the following information:

<i>Name of foreign principal</i>	<i>Date received</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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³A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(e).
⁴Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) **DISBURSEMENTS—MONIES**

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 8, 9 and 10 of this statement? Yes ☒ No ☐

(2) transmitted monies to any such foreign principal? Yes ☐ No ☐

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
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see attached

Total

15. (b) DISBURSEMENTS—THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value⁵ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Date disposed</i>	<i>Name of person to whom given</i>	<i>On behalf of what foreign principal</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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(c) DISBURSEMENTS—POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value⁵ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes ☐ No ☐

If yes, furnish the following information:

<i>Date</i>	<i>Amount or thing of value</i>	<i>Name of political organization</i>	<i>Name of candidate</i>
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V—POLITICAL PROPAGANDA

(Section 1(j) of the Act defines "political propaganda" as including any oral, visual, graphic, written, pictorial, or other communication or expression by any person (1) which is reasonably adapted to, or which the person disseminating the same believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, or in any other way influence a recipient or any section of the public within the United States with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party or with reference to the foreign policies of the United States or promote in the United States racial, religious, or social dissensions, or (2) which advocates, advises, instigates, or promotes any racial, social, political, or religious disorder, civil riot, or other conflict involving the use of force or violence in any other American republic or the overthrow of any government or political subdivision of any other American republic by any means involving the use of force or violence.)

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any political propaganda as defined above? Yes ☒ No ☐

IF YES, RESPOND TO THE REMAINING ITEMS IN THIS SECTION V.

17. Identify each such foreign principal.

Industrial Development Authority Ireland
Wilton Park House, Wilton Place, Dublin 2, IRELAND

⁵Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating political propaganda? Yes ☒ No ☐

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

Industrial Development Authority Ireland
Wilton Park House, Wilton Place, Dublin 2, IRELAND

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of political propaganda include the use of any of the following:

☐ Radio or TV broadcasts ☒ Magazine or newspaper articles ☐ Motion picture films ☒ Letters or telegrams
☒ Advertising campaigns ☒ Press releases ☒ Pamphlets or other publications ☐ Lectures or speeches

☐ Other (specify) _____

20. During this 6 month reporting period, did you disseminate or cause to be disseminated political propaganda among any of the following groups:

☐ Public Officials ☒ Newspapers ☒ Libraries
☐ Legislators ☒ Editors ☒ Educational institutions
☐ Government agencies ☐ Civic groups or associations ☐ Nationality groups
☐ Other (specify) _____

21. What language was used in this political propaganda:

☒ English

☐ Other (specify) _____

22. Did you file with the Registration Section, U.S. Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period? Yes ☒ No ☐

23. Did you label each item of such political propaganda material with the statement required by Section 4(b) of the Act? Yes ☒ No ☐

24. Did you file with the Registration Section, U.S. Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act? Yes ☒ No ☐

VI—EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

- (a) Have you filed for each of the newly acquired foreign principals in Item 9 the following:

Exhibit A⁶ Yes ☐ No ☐ Not applicable
Exhibit B⁷ Yes ☐ No ☐

If no, please attach the required exhibit.

- (b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period? Yes ☐ No ☒

If yes, have you filed an amendment to these exhibits? Yes ☐ No ☐

If no, please attach the required amendment.

⁶The Exhibit A, which is filed on Form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.

⁷The Exhibit B, which is filed on Form CRM-155 (Formerly OBD-65) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

26. EXHIBIT C

If you have previously filed an Exhibit C⁸, state whether any changes therein have occurred during this 6 month reporting period. Yes ☐ No ☒

If yes, have you filed an amendment to the Exhibit C? Yes ☐ No ☐

If no, please attach the required amendment.

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements been filed by all of the persons named in Items 5 and 7 of the supplemental statement? Yes ☒ No ☐

If no, list names of persons who have not filed the required statement.

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in attached Short Form Registration Statement, if any, insofar as such information is not within his (their) personal knowledge.

(Type or print name under each signature)

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)

Siobhan Hanrahan

Subscribed and sworn to before me at

NEW YORK

this *17* day of *September*, 19 *86*

PATRICK J. CAMPBELL
NOTARY PUBLIC, State of New York
No. 44-4681478
Qualified in Rockland County
Commission Expires November 30, 1988

Patrick J. Campbell
(Signature of notary or other officer)

⁸The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, U.S. Department of Justice, Washington, D.C. 20530.)

14 (a) IMPRESTS RECEIVED FROM HEAD OFFICE JUL 10'85 - JAN 10'86CHICAGO OFFICE

July	47,000
August	30,000
September	30,000
October	30,000
November	--
December	53,600

Total:	\$190,600

HOUSTON OFFICE

July	9,400
August	9,400
September	9,400
October	9,500
November	--
December	9,500

Total:	\$47,200

BOSTON OFFICE

July	\$13,000
August	13,000
September	13,100
October	13,000
November	13,000
December	21,000

Total:	\$86,1000

EX-100-100000
RECEIVED
SEP 21 11 41 PM '85
U.S. DEPT. OF JUSTICE
FEDERAL BUREAU OF INVESTIGATION
COMMUNAL DIVISION

14 (a) Cont'd

LOS ANGELES OFFICE

July	50,000
August	61,010
September	41,000
October	81,000
November	40,000
December	70,000

Total:	\$343,010
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NEW YORK OFFICE

July	\$ 74,000
August	68,300
September	150,800
October	223,600
November	100,000
December	217,000

Total:	\$838,700
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15 (a)

Direct Marketing Expenses (Travel & Representation)

During the period July 10, 1985 to January 10, 1986 our marketing staff made 802 presentations to companies throughout the United States to encourage them to invest in Ireland. These companies covered all areas - electronic, consumer, healthcare, engineering etc etc.

During the same period some 144 of these companies site visited Ireland at their own expense.

We had some visiting Government officials during this period and we arranged (at our expense) the following functions for them:

9 Sept.	Lunch in Nashville	- Minister Bruton
10 Sept	Dinner in Detroit	- Minister Bruton
11 Sept	Lunch in Detroit	- Minister Bruton
12 Sept	Lunch in Lousiville,CO	- Minister Bruton
12 Sept	Dinner in Boulder	- Minister Bruton
13 Sept	Lunch in San Francisco	- Minister Bruton
16 Sept	Dinner in Newport Beach, CA	- Minister Bruton
17 Sept	Lunch in Los Angeles	- Minister Bruton
18 Sept	Lunch in Santa Clara	- Minister Bruton

15 (a)

Salaries, Wages & Allowances	\$1185731.00
Direct Marketing Expenses	205447.00
Rent, Rates, Repairs & Maint.	243039.00
Advertising & Promotions	185368.00*
Home information and library	10436.00
Admin. Capital Exp.	11389.00
Office Cleaning	741.00
Postage Charges	19141.00
Insurance	4318.00
Status Reports	3775.00
Newspapers & Subscriptions etc.	17368.00
Stationery & Printing	29198.00
Telephone & Telex	136419.00
Admin. Sundries	6884.00

TOTAL: \$2059254.00

* Includes P.R. Consultants Fees - \$39,117.11

* Includes Communique Fees - \$15,147.35

15 (a)

Salaries, Wages & Allowances	\$800428
Direct Marketing Expenses	358321 *
Rent, Rates, Repairs & Maint.	211814
Advertising & Promotions	54592
Home information and Library	1384
Admin. Capital Exp.	7507
Office Cleaning	1551
Postage Charges	17765
Insurance	3655
Status Reports	424
Newspapers & Subscriptions etc.	19125
Stationery & Printing	26240
Telephone & Telex	150457
Admin. Sundries	5758

Total:	\$1659021

* Includes Consultants Payments as per attached list

15 (a)

CONSULTANTS PAYMENTS

H.A. Savage Business Communications
Suite 1210
38 West 32nd Street
Greeley Square
New York, NY 10001 \$40,146.66

Research Consultant
Christopher Burns Inc
31 Chestnut Street
Salem
Mass. 01970 \$29,934

Mr. Tim Keane
Communique Inc
250 North Sunnyslope Road
Brookfield
WISCONSIN 53005 \$26,453.30
Direct Mail Campaign

IDA NORTH AMERICA

INTERVIEW ACTIVITY

Third & Fourth Quarters, 1985

<u>Interview Date</u>	<u>Publication/Circulation</u>	<u>Interview Subject/Interviewer</u>	<u>Output</u>
June 24	* BOSTON HERALD c. 309,000	Dick Spring/Lynn Kettleson	July 6
June 26	* PITTSBURGH PRESS c. 270,000	Dick Spring/William Wylie	July 23
June 26	* SOFTWARE NEWS c. 85,000 (mo.)	Jerry Kelly/Edward Bride	August 1985
June 26	* SOFTWARE NEWS EXECUTIVE LETTER	Jerry Kelly/Edward Bride	July/August
June 27	* ST. LOUIS GLOBE DEMOCRAT c. 240,000	Dick Spring/Patricia Szymczak	July 1
July	* OHIO BUSINESS c. 35,900 (mo.)	Robert Perry	November
July	* ATLANTA BUSINESS CHRONICLE c. 10,000 (wk.)	Robert Perry	September 30
July	* SAN ANTONIO TODAY	Robert Perry	August
July	* EL PASO MAGAZINE	Robert Perry	December
July	TEXAS BUSINESS	Robert Perry	Early 1986
July	"In Search of Modern Ireland" Publisher - Dodd, Mead	Robert Perry/Bryce Webster	Fall 1986
August	* ELECTRONIC NEWS-SITE SELECTION SUPPLEMENT c. 74,000	John O'Brien/Bernard Levine	September 23
Sept. 10	* DETROIT NEWS c. 651,000	John Bruton/Martha Hindes	September 11

IDA INTERVIEW ACTIVITY - Cont'd.

<u>Interview Date</u>	<u>Publication/Circulation</u>	<u>Interview Subject/Interviewer</u>	<u>Output</u>
Sept. 11	WJBK-TV (CBS) Detroit	John Bruton/Josh Littman	Last minute cancellation
Sept. 12	COLORADO BUSINESS c. 17,000 (mo.)	John Bruton/Jim Craig	Scheduled for January issue
Sept. 13	SAN FRANCISCO CHRONICLE	John Bruton/Vlae Kershner	Last minute cancellation
Sept. 16	*ORANGE COUNTY REGISTER c. 279,400	John Bruton/Ann Imse	September 17
Sept. 16	LOS ANGELES TIMES	John Bruton/Kathleen Day	Last minute cancellation
Sept. 17	ASSOCIATED PRESS (Los Angeles)	John Bruton/Roger Gilott	September 17
Sept. 18	*SAN JOSE MERCURY NEWS c. 217,000	John Bruton/Christopher Schmitt	September 23
Sept. 19	*TOWN HALL JOURNAL (Los Angeles, CA)	John Bruton (Text of Speech)	October 29
Sept. 19	"Town Hall on the Air" (Nationally syndicated radio program to 33 stations).	John Bruton (Text of Speech)	December
Sept. 20	"Window on Wall Street" (Newport Beach, CA) 30 minute television program. Syndicated to stations in Los Angeles, San Francisco, New York and Philadelphia.	Padraic White/Robert Chesney	October

IDA INTERVIEW ACTIVITY - Cont'd.

<u>Interview Date</u>	<u>Publication/Circulation</u>	<u>Interview Subject/Interviewer</u>	<u>Output</u>
Oct. 21	*TAMPA BAY BUSINESS c. 20,000 (wk.)	John Warren/Joe O'Neill	October 27- November 2
Oct. 29	*ST. PETERSBURG TIMES c. 288,200	John Warren/Helen Huntley	November 4
Oct. 29	*LAKELAND LEDGER c. 66,000	John Warren/Ronnie Blair	October 30
Oct. 30	*JACKSONVILLE TIMES--UNION c. 160,000	John Warren/Jeffrey Laign	November 5
Oct. 30	*ASSOCIATED PRESS (Jacksonville) Nationally Syndicated *e.g. JOURNAL OF COMMERCE	John Warren/Ron Word	November 4
October	THE NEW YORK TIMES (San Francisco)	John O'Brien/Andrew Pollack	November 5
October	*DATA COMMUNICATIONS c. 40,000	Jerry Kelly/Colin Ungaro- Stephanie Cooke	To Be Determined
October	*BUSINESS WEEK c. 850,000	Jerry Kelly/Colin Ungaro- Stephanie Cooke	December
November	*USA TODAY c. 1,328,781	John O'Brien/John Hillkirk	December 16
November	*USA TODAY c. 1,328,781	John O'Brien/John Hillkirk	November 14
Nov. 4	*TORONTO STAR c. 494,000	Peter Ahern/Ann Auman	December 5

IDA INTERVIEW ACTIVITY - Cont'd.

<u>Interview Date</u>	<u>Publication/Circulation</u>	<u>Interview Subject/Interviewer</u>	<u>Output</u>
Nov. 4	*FINANCIAL POST c. 199,800 (wk.)	Peter Ahern/Wayne Gooding	November 16
Nov. 4	METROPOLITAN TORONTO BUSINESS JOURNAL c. 45,000 (mo.)	Peter Ahern/Alan Morantz	To Be Determined
Nov. 4	GLOBE & MAIL c. 360,000	Peter Ahern/Brian Milner	Preempted by Toronto Star
Nov. 4	*BOSTON GLOBE c. 500,000 (Nationally Syndicated) *e.g. JOURNAL OF COMMERCE	Nick Kendellen/Ronald Rosenberg	November 5
Nov. 6	NEW YORK DAILY NEWS c. 1,726,800	John Lyons/Dick Sheridan	November 6 January

* clipping attached

IDA NORTH AMERICA

SPECIAL PROJECTS

Third & Fourth Quarters, 1985

o JOURNALISTS' VISITS

A results-oriented approach is being taken to costly journalist visitations to Ireland, with story commitments made before any IDA investment is confirmed. The net result is a significant improvement in the articles-per-trip ratio, plus a substantial reduction in the IDA's T&E expenditure. In the second half of 1985, journalist visits included:

- . Robert Perry (and Bryce Webster), which resulted in five magazine articles and an upcoming, full-length book on Irish industry.
- . John Hillkirk, which resulted in two articles in USA Today.
- . Stephanie Cooke, which resulted in a two-page feature in Business Week, plus another two-pager in Data Communications.
- . Robert Knight, which will result in at least two major articles in U.S. publications.

o MINISTERIAL VISITS

Because of the busy schedule of executive meetings and ambitious travel itineraries arranged for Dick Spring and John Bruton, the media segments of their U.S. trips were limited. Maximum media coverage was arranged in the limited time available, via extensive agency briefing of the reporter in advance and on-site supplemental backgrounding by John O'Brien.

In addition to the Ministers, comparably efficient use of executive time was arranged for P.J. Daly and Jerry Kelly of the IDA, and Jerry Clancy of Telecom Eirann.

o OP-ED ARTICLE

In an effort to expand U.S. media coverage of Minister Bruton's U.S. visit, the agency developed an op-ed article based on the Minister's address to Town Hall of California. This article was approved by Minister Bruton, and distributed, under his byline, to the op-ed page editors of the following leading U.S. newspapers:

IDA SPECIAL PROJECTS - Cont'd.

o OP-ED ARTICLE (cont'd.)

St. Louis Post Dispatch
Tampa Tribune
Seattle Times
Pittsburgh Press
Memphis Commercial Appeal
Denver Post
Philadelphia Inquirer
Detroit Free Press
Miami Herald
Chicago Tribune
Los Angeles Times

Arizona Republic
Kansas City Star
San Diego Union
Cleveland Plain Dealer
Dallas Morning News
Boston Globe
Atlanta Constitution
Houston Chronicle
New York Times
San Francisco Chronicle
Washington Post

o INPUT STUDY, Editorial Briefings

Associated Press (New York) - John Cunniff
Newsweek - John Concannon
Fortune - Ann Hengstenberg
Forbes - John Conway
Business Week - Otis Port
Dun's Business Month - Arlene Hershman
The New York Times - Andrew Pollack

IDA NORTH AMERICA

PRESS RELEASES

Third & Fourth Quarters, 1985

<u>Release</u>	<u>Date</u>
"Ireland Using Direct Marketing To Reach U.S. Business Leaders"	August 1
*"Microsoft" / "Ireland Rapidly Becoming Europe's Software Center"	Sept. 3
"Two California Companies to Establish Major Production Facilities in Ireland"	Sept. 16
"Didde Graphic Selects Ireland For New Facility"	Oct. (Not Released)
"Kollmorgen Announces New Plant in Ireland, Expands Existing Facility in Irish Republic"	Oct. 22 (Not Released)
"EG&G Selects Dublin Location For Its Third Irish Facility"	Oct. 22
"Small-To-Medium-Sized Florida Businesses To Discuss European Expansion Opportunities" (Jacksonville)	Oct. 22
"Small-To-Medium-Sized Florida Businesses To Discuss European Expansion Opportunities" (Tampa)	Oct. 22
"Small-To-Medium-Sized Ontario Businesses To Discuss European Expansion Opportunities"	Oct. 25
"INPUT Study Cites U.S. Software Expansion To Europe, Warns Of Costly 'Mistakes' in Ad Hoc Site Selections"	Nov. 12 (Not Released)
"Multimate"	Dec. (Not Released)
"Aura Manufacturing Selects Ireland As Site Of First European Location"	Dec. 19
"Keane, Inc. Selects Ireland As Site Of New Software Development Facility"	Dec. 24

IDA PRESS RELEASES - Cont'd.

The IDA releases written and distributed by the agency during the period July 1-December 31, 1985 went to business editors of regional dailies, national business publications and industry trade publications as appropriate.

Pick-up included use by such key IDA print and broadcast outlets as:

United Press International - September 3 (Microsoft/Software releases)
Syndicated Nationally

"The Nightly Business Report" (PBS-TV) - September 3 (Microsoft/Software releases)
Syndicated Nationally

Direct Marketing Magazine - September (Direct Marketing release)

Clearwater Sun - November 4 (Tampa Seminar release)

Electronic News - September 9 (Microsoft/Software releases)

* This release was written by Microsoft and distributed by the agency with the IDA software industry background.

UNITED STATES DEPARTMENT OF JUSTICE
REGISTRATION UNIT
CRIMINAL DIVISION
WASHINGTON, D. C. 20530

NOTICE

Please answer the following questions and return this sheet in triplicate with your supplemental statement:

1. Is your answer to Item 16 of Section V (Political Propaganda - page 7 of Form OBD-64 - Supplemental Statement):

Yes xxx or No

(If your answer to question 1 is "yes" do not answer question 2 of this form.)

2. Do you disseminate any material in connection with your registration:

Yes xxx or No

(If your answer to question 2 is "yes" please forward for our review copies of all such material including: films, film catalogs, posters, brochures, press releases, etc. which you have disseminated during the past six months.)

Siobhan Hanrahan
Signature

9-17-86
Date

Siobhan Hanrahan
Please type or print name of
signatory on the line above

Office Manager
Title

U.S. DEPARTMENT OF JUSTICE
CRIMINAL DIVISION

SEP 21 11 41 AM '86

RECORDED
INDEXED
100-443887-100